



Investor Presentation – November 2016

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At a GLANCE

Oricon Enterprises Ltd (OEL)	<ul style="list-style-type: none">• Engaged in manufacturing of Pentanes, Liquid Colorants and Pet Bottles• Owns about 1 acre land at prime location in Worli, Mumbai• Acquired 70% equity stake in Oriental Containers Ltd w.e.f 27th March 2015 – currently, a wholly owned 100% subsidiary
Oricon Properties P. Ltd 100% subsidiary	<ul style="list-style-type: none">• Owns about 2 acre land at Worli, Mumbai• Land parcel adjoining Indiabulls Blu & Near Four Seasons Hotel, Worli, Mumbai
Oriental Containers Ltd 100% subsidiary	<ul style="list-style-type: none">• Market leader with experience of over 5 decades in Indian caps and closures Industry• Well established brands across user industry• Strong presence across Globe through exports to ~40 countries
United Shippers Ltd 59.05% subsidiary	<ul style="list-style-type: none">• India's Largest Marine logistics company handling Dry Cargo• Operates at 8 minor ports across 3 states with Fleet size of more than 300 equipments• Bought back shares of existing shareholders, increasing OEL holding to 59.05% from 50.19%
Shinrai Auto Services Ltd 100% subsidiary	<ul style="list-style-type: none">• Exclusive dealer of Toyota cars in South Mumbai• Operates 2 showrooms in Nariman Point and Worli

Oricon Enterprises Ltd (OEL)



Diversified Business

- Engaged in trading and manufacture of Pentane & others

➤ Product Portfolio:

- **NORMAL PENTANE**, used as a specialty solvent for extraction of paraffin from kerosene
- **COMMERCIAL PENTANE**, used in manufacture of Expandable Polystyrene (EPS)
- **CYCLO PENTANE ISO PENTANE BLEND**, used as a blowing agent to produce Poly Urethane Foam (Refrigerators & coolers body & doors)
- **PET BOTTLES**, used in Alcohol Industry

- Manufacturing facilities at Khopoli, Maharashtra for Pentanes & Murbad, Maharashtra for PET Bottles

- Acquired 70% equity stake in Oriental Container Ltd, from OC Holdings Ltd, Mauritius, w.e.f 27th March 2015

- Houses 1 acre land in Worli, Mumbai



RELIANCE



Gulf Farabi
Petrochemical Company

THE LINDE GROUP



Oricon Properties Pvt Ltd

100% subsidiary of OEL

Monetizing Real Estate in due course

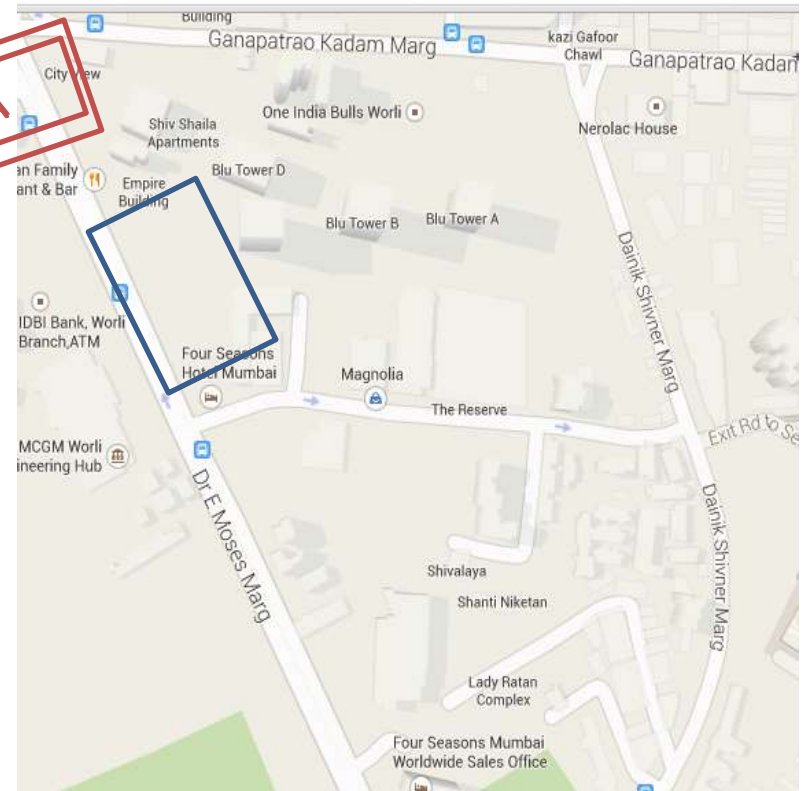
2 acres at Worli, Mumbai

- Housed in Oricon Properties Pvt Ltd – 100% subsidiary of OEL
- Plans to re-develop for Residential Purposes
- Received Commencement Certificate (CC) from Municipal Corporation of Greater Mumbai for the redevelopment to launch project

Signed JDA

1 acre at Worli, Mumbai

- Housed in Oricon Enterprises Ltd
- Plans to re-develop for Residential & Commercial Purposes



Adjoining Indiabulls Blu & Near Four Seasons Hotel, Worli, Mumbai

Enters into JDA with Subsidiary of Indiabulls Real Estate

- Entered into Joint Development Agreement (JDA) with Indiabulls Infraestate Limited
- Indiabulls Infraestate Limited, a majority owned subsidiary of the Indiabulls Real Estate Limited, is developing marque project “BLU” at Worli, Mumbai
- JDA to develop 7,810 sq.mtrs plot situated at Dr.E.Moses Road, Worli, Mumbai-400018
- JV partner will develop the land to launch premium residential project
- Company entitled to 30% sharing of the topline revenue of the JV project, subject to certain terms
- In addition, company shall receive ~67,000 sq.ft saleable area duly constructed
- Entire cost of the project shall be borne by JV partner
- Our total share of the project (including Oricon Enterprises) expected to be in region of Rs.650-700 Crs
- Project completion expected in 5 years
- Current cashflow of Rs.310.50 Crs will be utilised for liabilities/debt reduction and expansions in existing businesses

Oriental Containers Ltd

100% subsidiary of OEL



Led by Professional Management

Mr. Rajendra Somani – Managing Director

- Promoter of the company, with over 46 years of experience has
- Associated with OCL since inception
- Successful track record of setting-up and operating several new businesses under Parijat Group
- Also, Managing Director of Oricon Enterprises Ltd

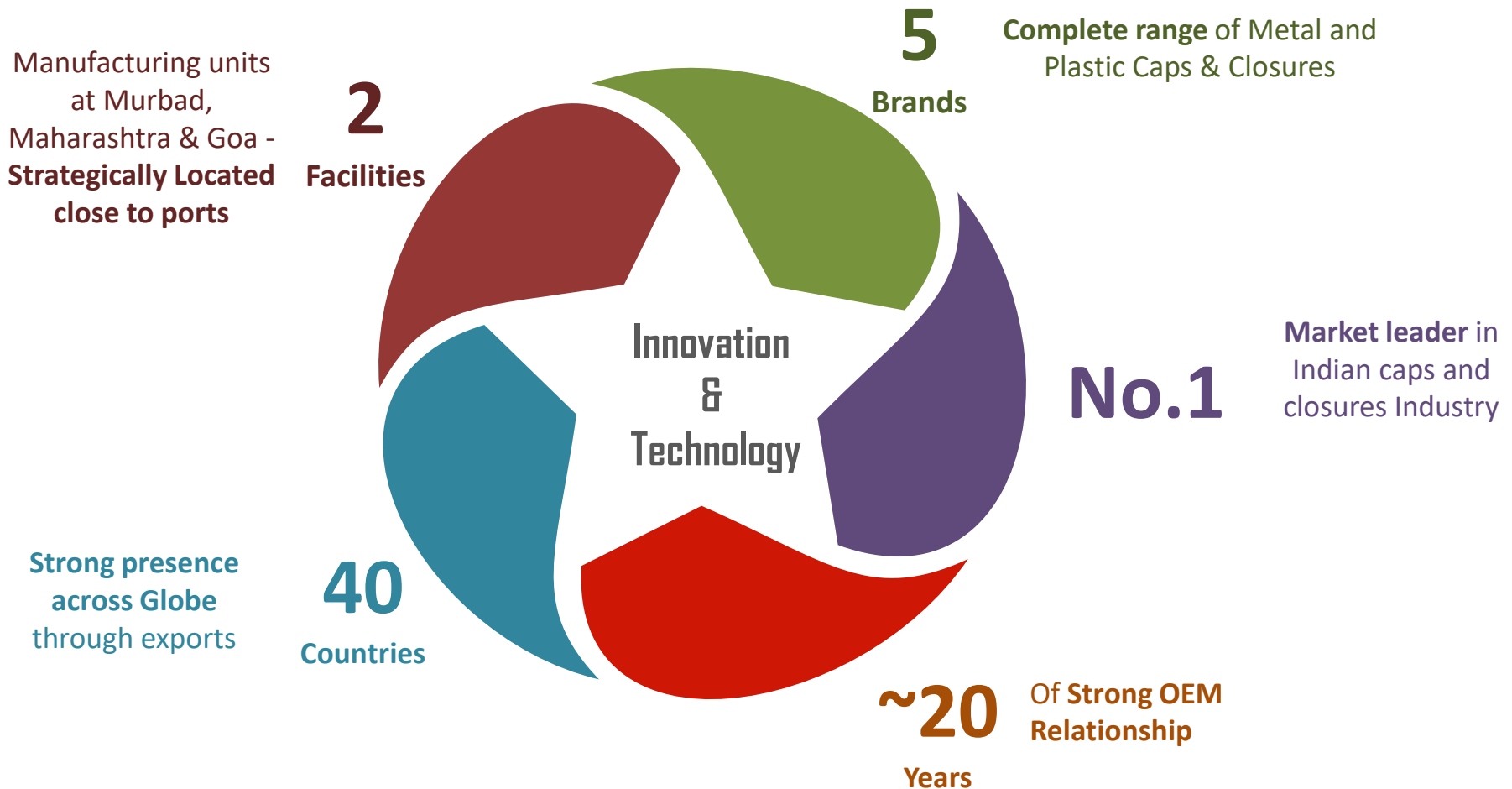
Mr. B.K. Toshniwal – Executive Director & Company Secretary

- Experience of more than 44 years
- Under his leadership, the Company has successfully forayed into several other product lines and scaled up its operations
- Instrumental in managing key customer and supplier relationships
- Oversees day-to-day operations

The Core Team Executing the Vision

Mr. Sudeep Singh	Mr. Srikant Malpani	Mr. S.P. Soparkar
Director – Works (Goa)	Director – Works (Murbad)	Director – Technical
Mr. B.M. Gaggar	Mr. P.K. Talpatra	Mr. V.N. Kamath
CFO	Director – Marketing (Domestic)	Director – Marketing (Exports)

Competitive Edge



Complete Range of Caps & Closures

Plastic Closures - "High Growth Business"



- Type: Plastic Closure - CSD
- Brand: **Bevseal - CSD**
- End - User Industry : **Carbonated Soft Drink (CSD)**



- Type: Plastic Closure for Water Application
- Brand: **Bevseal - Alaska**
- End - User Industry: **Bottled Water**



- Type: Plastic Closure – wf/hf
- Brand: **Bevseal – wf/hf**
- End - User Industry: **Fruit Juice**

Metal Closures – "Stable Business"



- Type: Crown Caps
- Brand : **Hycrown**
- End - User Industry: **CSD, Fruit Juices, Beer, Ketchup**



- Type: Twist-off Caps
- Brand : **Swageseal**
- End - User Industry: **Jam, Pickle, Condiment**



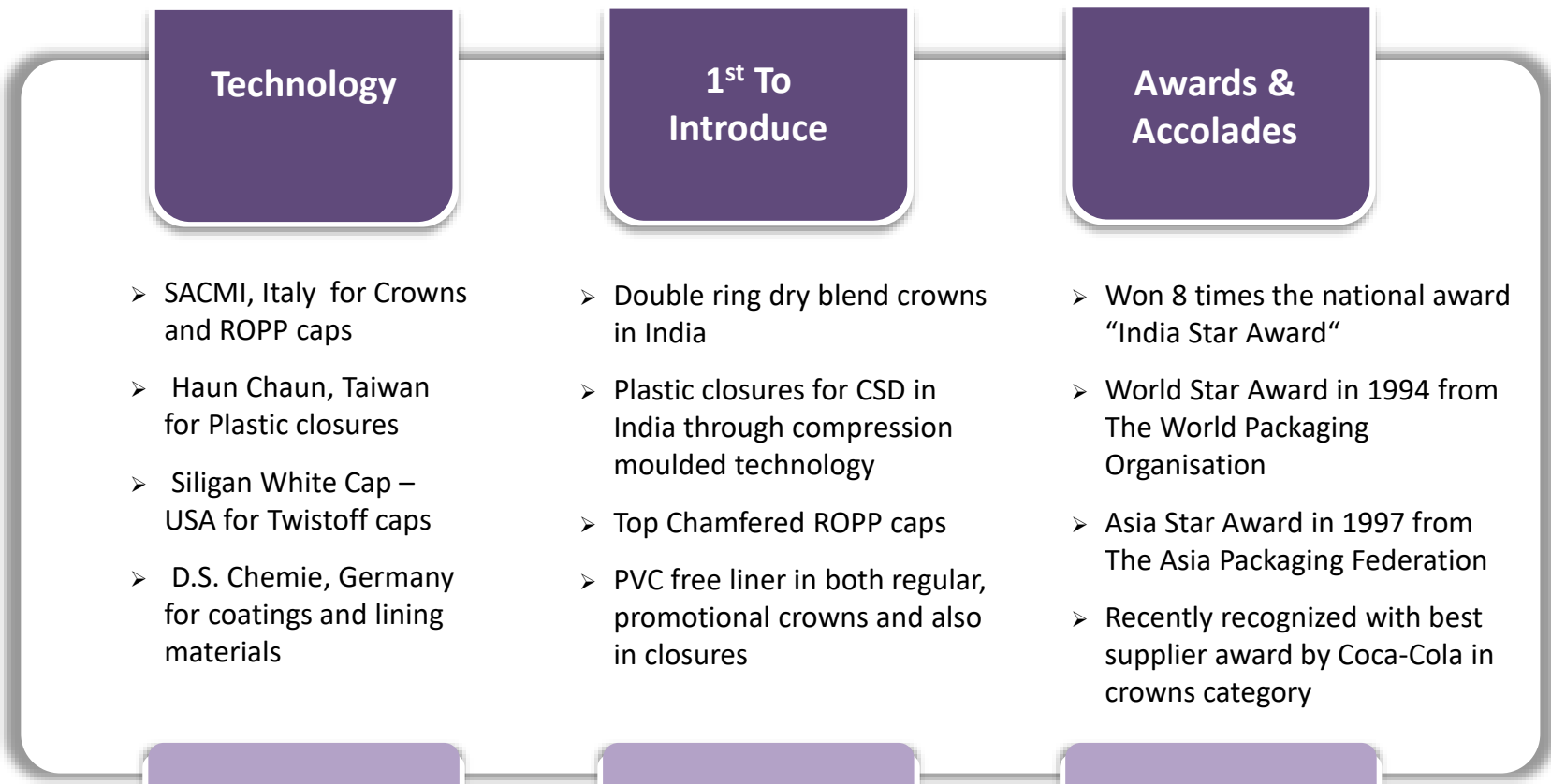
- Type: Roll on Pilfer Proof (ROPP) Caps
- Brand : **Topseal, Gloseal, Neonseal**
- End - User Industry: **Spirits, FMCG, Pharmaceuticals, Cosmetics**



- Type: Aluminum Collapsible Tubes
- Brand : **Hytubes**
- End - User Industry: **Pharmaceutical, Cosmetics**

Forefront of Technology & Innovation

- OCL pioneered the implementation of new global technology in caps and closures in India
- Developed and introduced four new plastic closures in the past three years
- Developed and introduced new crowns to economize cost



Strong Customer Profile

Diversified

- Comprises of blue chip global companies in food & beverage (F&B), alcoholic beverages, fast moving consumer goods (FMCG) and pharmaceutical industries
- Key customers command leadership position in their respective industries
 - Coca -Cola – Leader in CSD industry
 - UB – Leader in Alcoholic Beverage Industry
 - Unilever – Leader in FMCG Industry

Deep-Rooted Customer Relationship

- Established Strategic long-term partnerships with customers
- Average customer relationship with the top five customers is ~20 years

Diverse & Fast growing User Industries

- Diversified customer base comprising of over 100 domestic and 40 export customers



Accredited as "Approved Vendors" for Leading Global F&B Players

Strategic Location of Manufacturing

Plastic Closure Facility

- Established in 1998, at Goa
- Situated in close proximity to Murmugao Port, ~20km away
- Dedicated to manufacturing of plastic closures
- Equipped with in-house printing facilities

Plastic Closures	Annual Capacity
Plastic – CSD Caps	3,500 mn caps
Plastic– wf/hf Caps	700 mn caps
Plastic – Water	2,250 mn caps

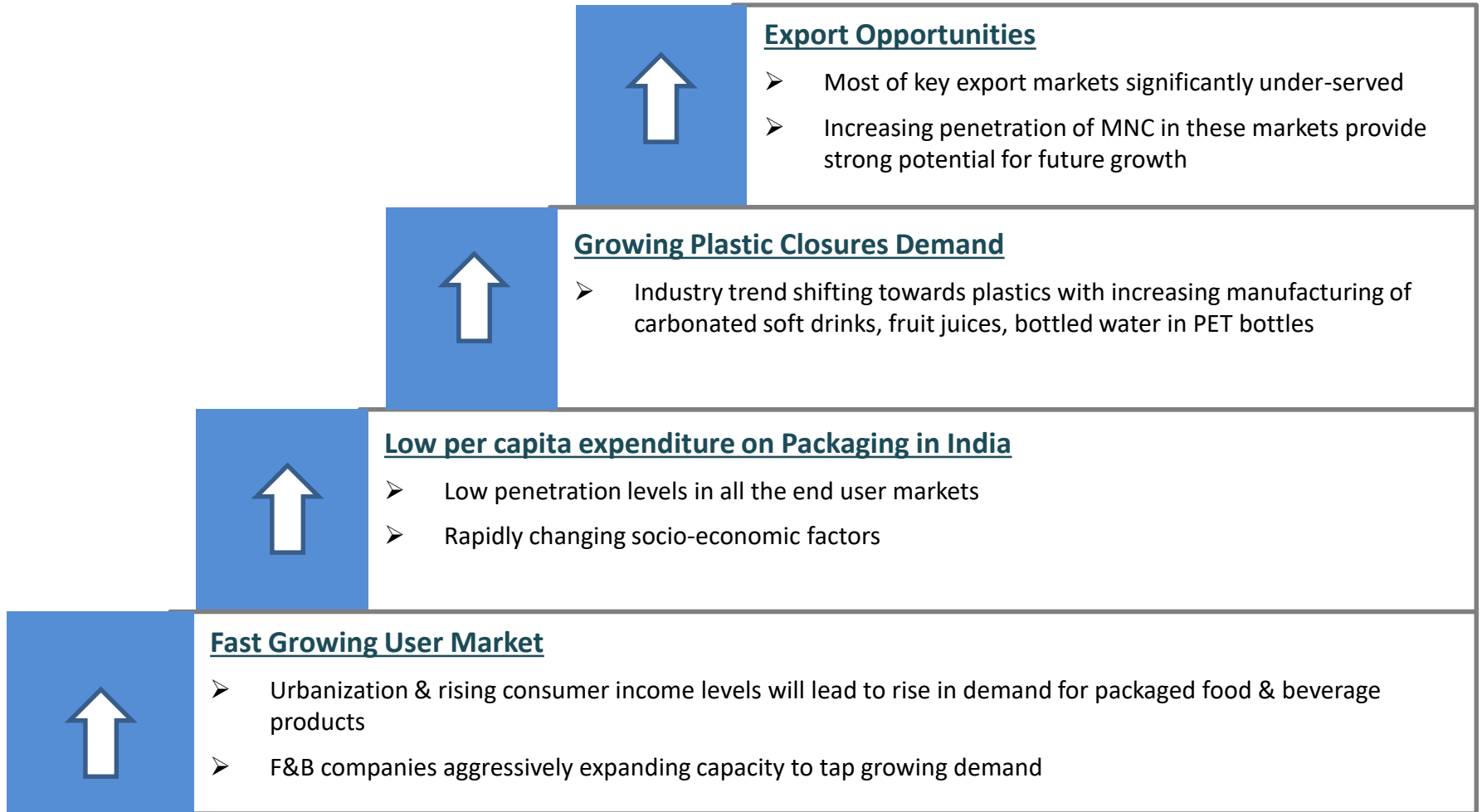
Metal Closure Facility

- Established in 1982, at Murbad - Maharashtra
- Situated in close proximity to Mumbai Port, ~40km away
- Dedicated to manufacturing of metal closures
- Equipped with In-house tool room & in-house printing facilities

Metal Closures	Annual Capacity
Crown Caps	9,216 mn caps
RoPP Caps	1,800 mn caps
Twist off Caps	140 mn caps
Aluminium Tubes	120 mn tubes

Strategically located in South & West of India – Two Largest Beverage consuming regions

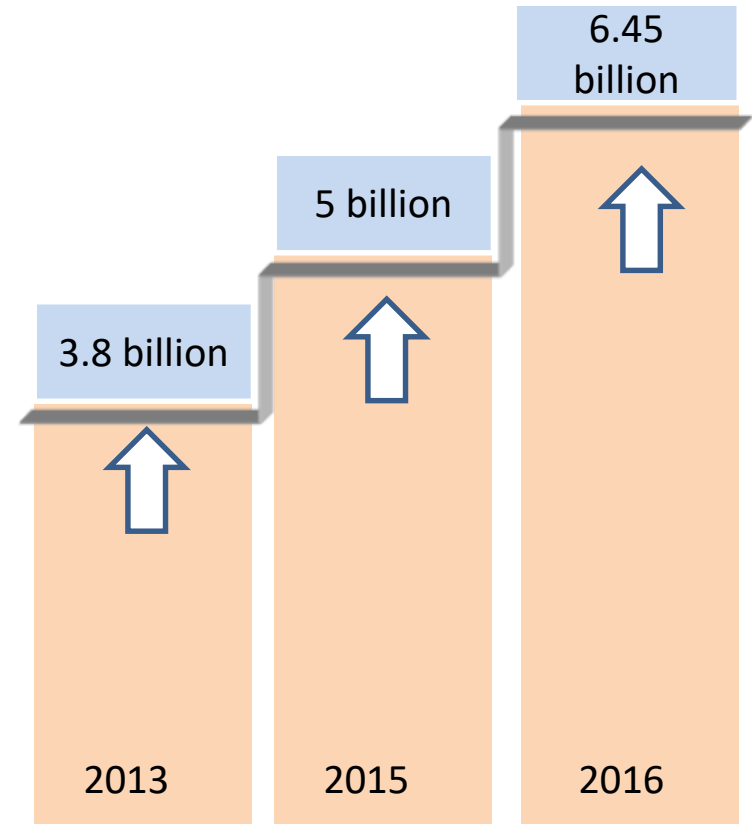
Growth Opportunities



Capitalizing on Growth Opportunities

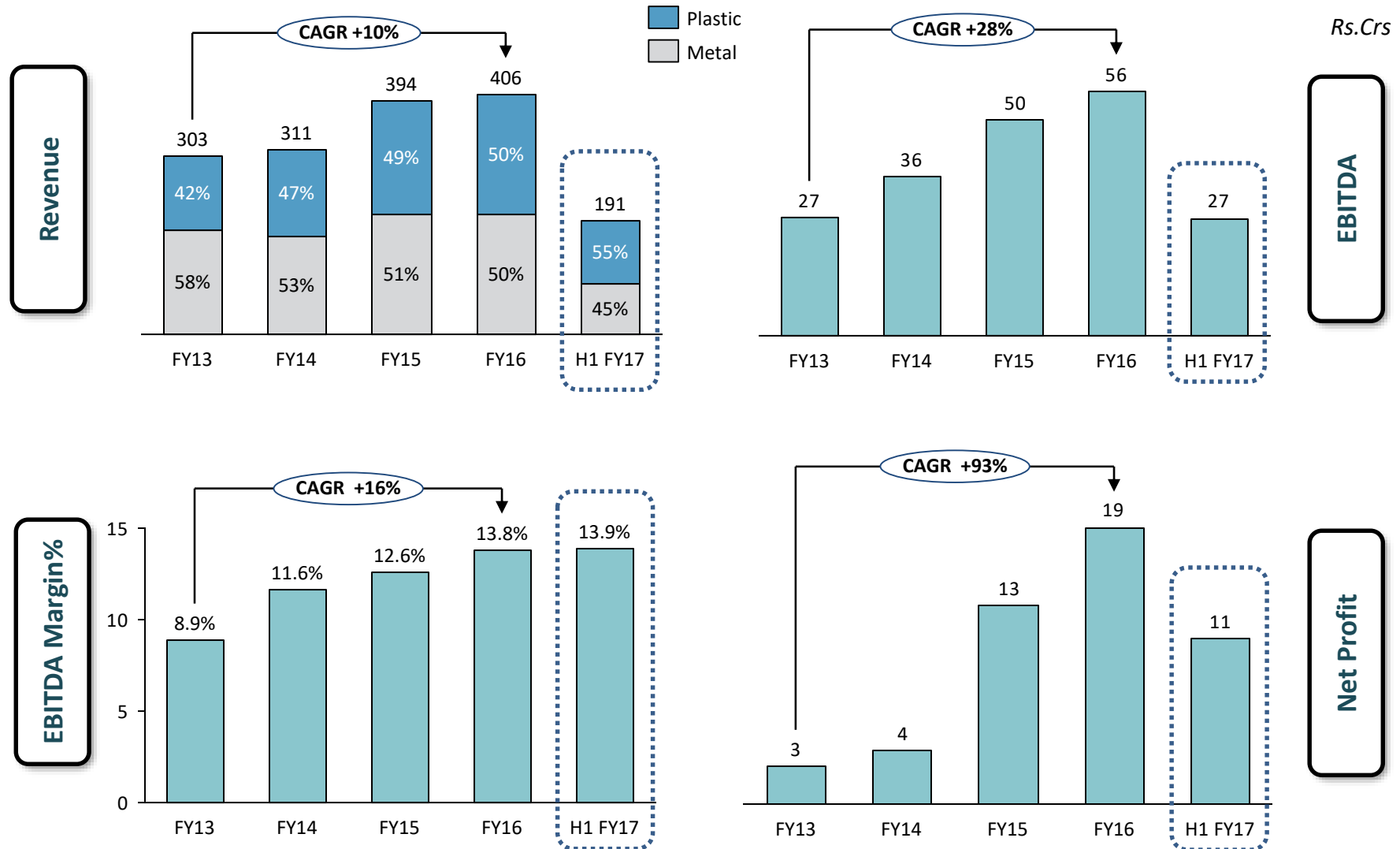
- Global containers & Packaging market valued at USD 583 bn, estimated to grow at 6.8% CAGR over 2013-2018
- Indian CSD Industry valued at USD 2.4 bn, estimated to grow at 8% CAGR over 2013 - 2018
- Indian Alcoholic Beverages market valued at USD 35 bn, estimated to grow at 12% CAGR over 2013-2018
- Indian Package Bottled Water Market , valued at USD 1.8 bn, estimated to grow at 19% CAGR over 2013-2018
- Key Customers investing in India to capture bigger share of growing market
 - Expanding capacity
 - Increasing marketing expenses for deeper penetration

Plastic Closure Production Capacity (#)



Investing in Capacity Expansion to Capitalize on Growth Opportunities

Financial Indicators



United Shippers Ltd

59.05% subsidiary of OEL



Led by Professional Management

Mr. Sevantilal Jivanlal Parekh – Chairman & Managing Director

- Promoter of the company
- With over 50 years of experience across industries including shipping, construction, manufacturing, investment and finance

Mrs. Sujata Parekh Kumar – Joint Managing Director

- Promoter of the company
- With over 34 years of experience across industries including shipping, investment, insurance and finance

The Core Team Executing the Vision

Mr. Paras Dakalia

Director - Finance

Capt. Sanjay Goel

Director - Operations

Capt. Dinyar Karai

CEO - Gujarat

Mr. Ravi Kothari

**Senior GM – Operations
(Gujarat)**

Capt. Sandeep Agarwal

GM - Operations

Supported by Strategic Investors



Logiscor Ltd (Scorpio Group) – Marshal Island

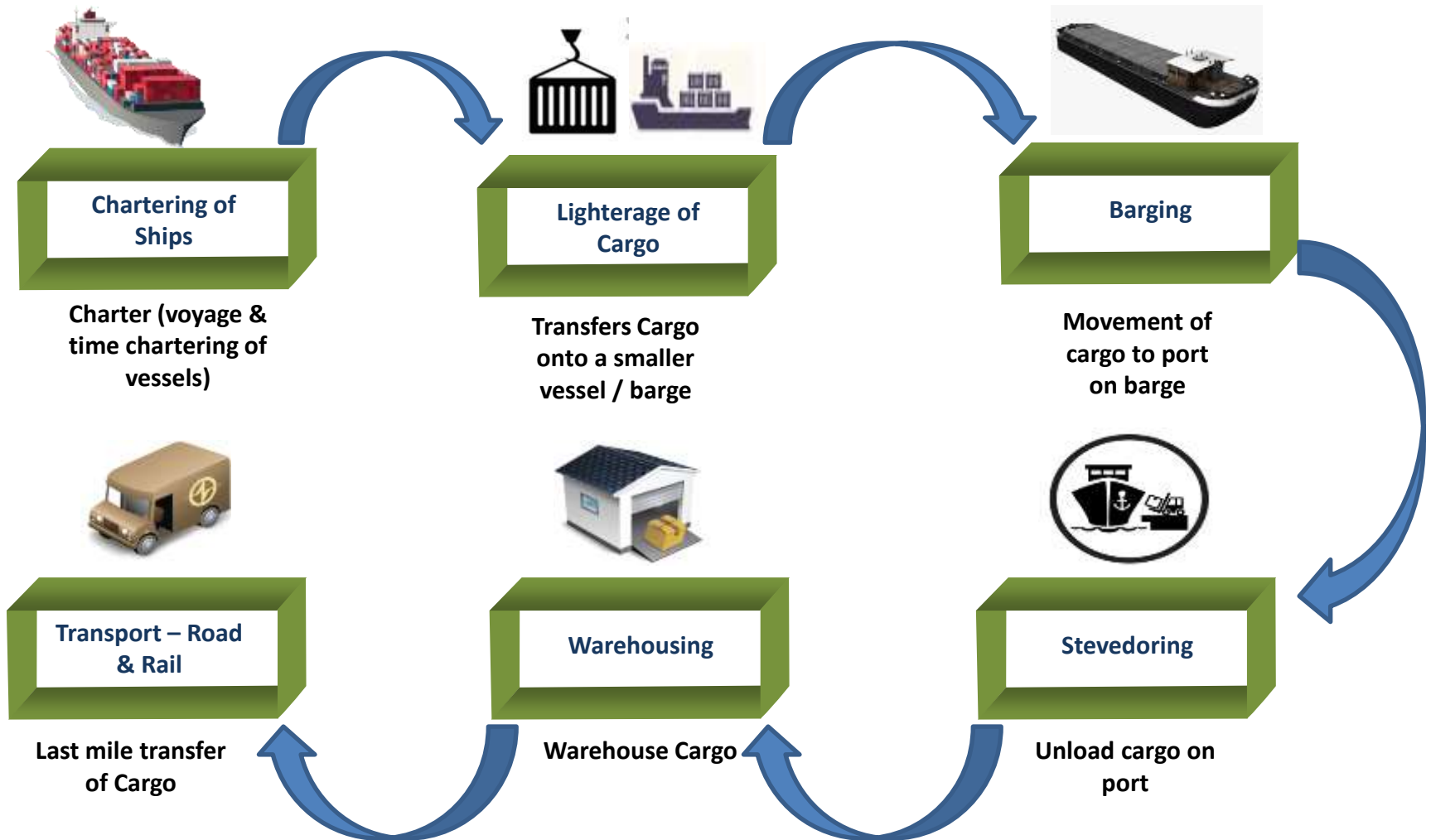
- Holds 10.88% in USL
- A leading independent provider of crude oil and petroleum products transportation services



Mr. Vallabh Bhansali

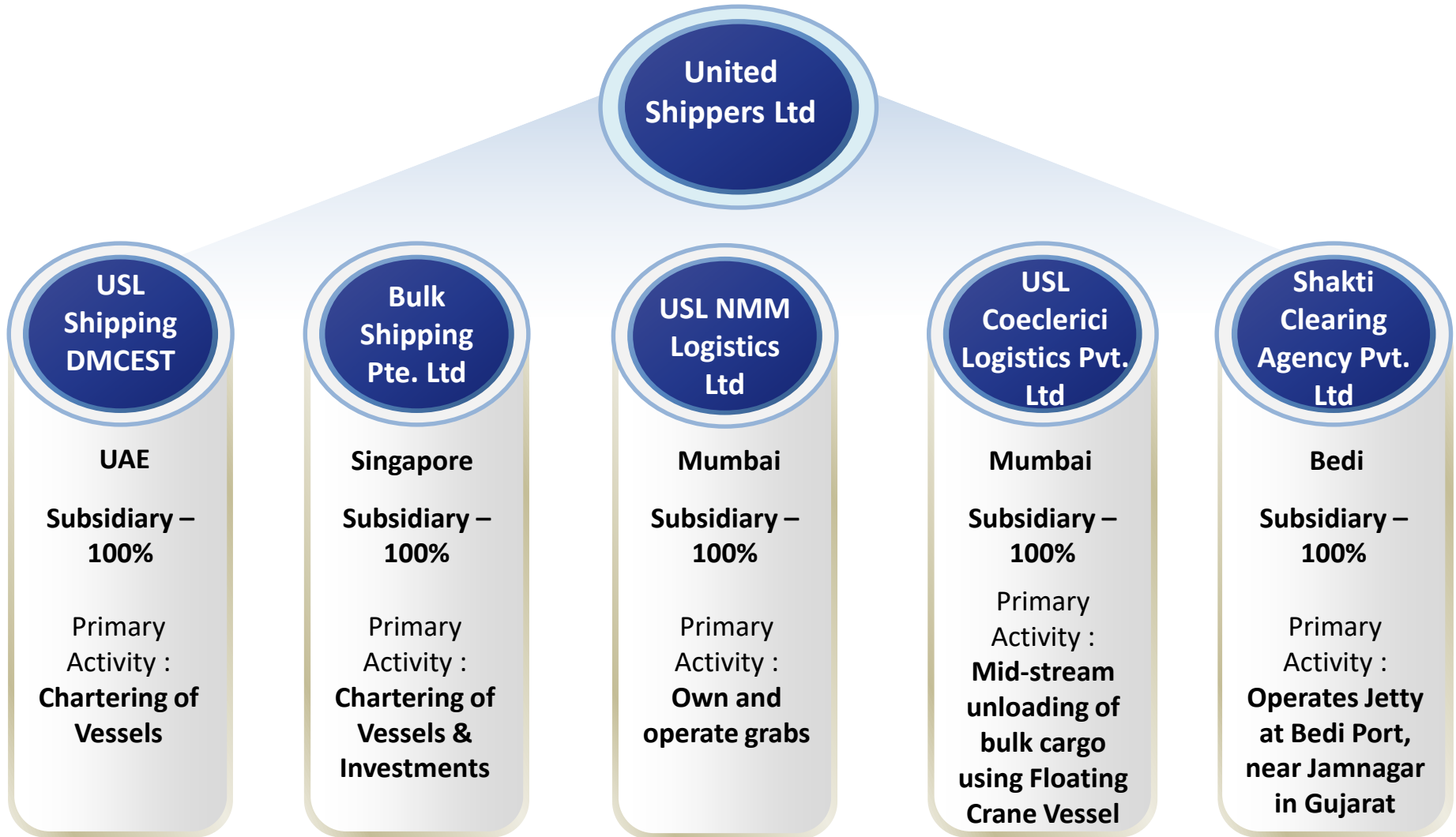
- Holds 8.18% in USL through family investments
- Co-founder and Chairman of Enam Financial Consultants Pvt. Ltd

Integrated Marine Logistics Services



Provide “End-to-End” Marine Logistics Services

Corporate Structure



Subsidiary : *USL Shipping DMCEST*

- Set-up in 2004, as 100% Subsidiary of United Shippers Ltd
- Based and registered in Dubai Maritime City, Dubai
- Bulk Shipping Pte. Ltd – 100% subsidiary of USL DMCEST, registered in Singapore

- Engaged in chartering vessels for various clients, handling full chartering operations ranging from vessel fixing to operating on a time charter and voyage charter basis

- Specializes in commodities like iron ore, Cement clinker, Aggregates, Jumbo bags, Bauxite, Laterite, Coal, Gypsum, Petcoke, Met coke and any other dry bulk cargo.

- Volumes handled - 13.93 Lakh Metric Ton in FY16
- Revenue of Rs. 107 Crs in FY16, contributing 27% of Consolidated Sales



Subsidiary : *USL NMM Logistics Ltd*



- Set-up in 2006, as 100% Subsidiary of United Shippers Ltd

- Engaged in business of handling cargo by operating “Grabs” on grabless vessels



- Owns 13 SMAG Radio Remote controlled Grabs of different variants

- Volumes handled - 1.64 Lakh Metric Ton in FY16
- Revenue of Rs. 0.50 Cr in FY16, contributing 0.13% of Consolidated Sales

Subsidiary : *USL Coeclerici Logistics Pvt Ltd*

- Set-up in 2011

- Incorporated with purpose of construction and operating of Floating Crane Vessel
- Facilitates handling cargo in mid-sea for discharging of cargo from grabless vessel

- 1st Floating Crane Vessel construction completed and operational since 2012
- Invested in 3 more floating cranes in FY16

- Volumes handled - 31.71 Lakh Metric Ton in FY16
- Revenue of Rs. 23.94 Crs in FY16, contributing 6.09% of Consolidated Sales



Subsidiary : *Shakti Clearing Agency Pvt Ltd*



- Acquired 100% equity stake in Shakti Clearing Agency Pvt Ltd
- Subsidiary of USL wef 28th March 2014

- Shakti Clearing Agency has exclusive license to operate 90 meters jetty and back-up area at Bedi Port, Gujarat
- Handles dry bulk cargo

- USL has been present at this port & paid jetty usage charges
- Revenue of Rs. 5.62 Crs in FY16, contributing 1.43% of Consolidated Sales

Servicing clients from Presence in 3 states

Presence across Ports in Gujarat

- Navlakhi
- Bedi
- Sikka
- Sanghipuram
- Singach
- Magdalla

Presence across Ports in Maharashtra

- Dharamtar
- Dahanu

Presence across Ports in Tamil Nadu

- Tuticorin



RELIANCE



Ambuja Cement



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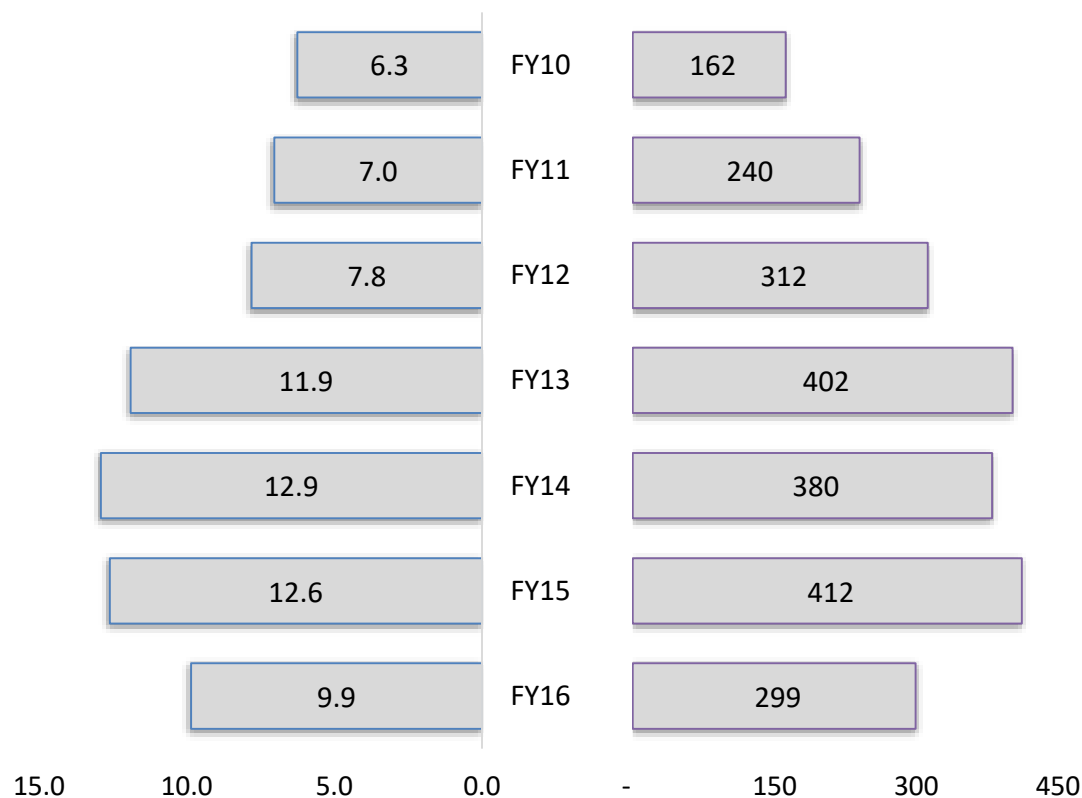
Volume growth supported by strong fleet

Equipment Fleet Size (#)

Equipment	As on March 31, 2016
Self Propelled Barges	27
Excavators	55
Payloaders	50
Dumpers	120

Volume Handled (Million MT)

Revenue (Rs.Crs)#



Investments in Private Jetty

Owns Private Jetty at Navlakhi Port, Gujarat

- Became operational in April 2000 with an investment of ~Rs. 5.1 Crs
- Initially, USL had sole right to use jetty for 10 years, which then got extended for 5 years by Gujarat Maritime Board
- USL capable of handling cargo at Navlakhi jetty, at discharge rate of 10,000 – 16,000 Tons per weather working day throughout the year
- Due to polluting nature of coal, coal handling is restricted at many ports. This makes Navlakhi, an ideal port for import of coal for power and cement plants located in Gujarat & North India

License to Operate Jetty at Bedi Port, Gujarat

- Shakti Clearing Agencies Pvt Ltd is licensed to operate jetty at Bedi Port, in Gujarat
- USL acquired Shakti Clearing Agencies Pvt Ltd in March 2014

Growth Opportunities



Minor Ports growing faster than major ports

- Gaining volume share and a major chunk of traffic shifting from major ports to non-major ports
- Minor ports contributing ~44% of total traffic in FY15



Infrastructure development driving demand for core commodities

- Special Economic Zones are being developed in close proximity to several ports
- Increase in demand for iron and steel and coal and other core commodities



Increasing trade activities

- India's 200 non-major ports are strategically located on the world's shipping routes
- By FY17, cargo capacity in India is expected to increase to 2,493.1 MMT from 1,245.3 MMT in FY12

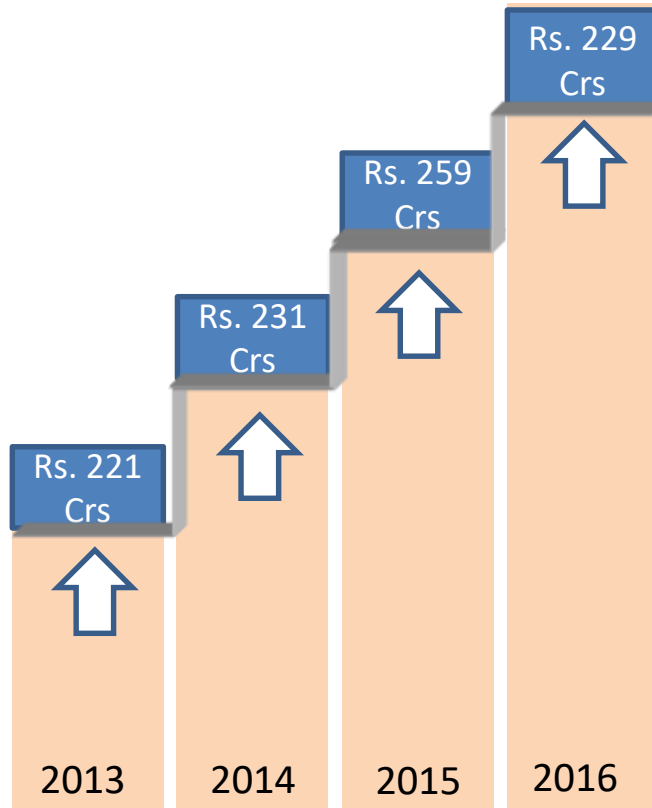


Government Focus on Port Development

- Government initiated National Maritime Development Programme and National Maritime Agent to develop the maritime sector
- Expanding port development and distribution facilities in India

Capitalizing on Growth Opportunities

Gross Fixed Assets# (Rs. Crs)



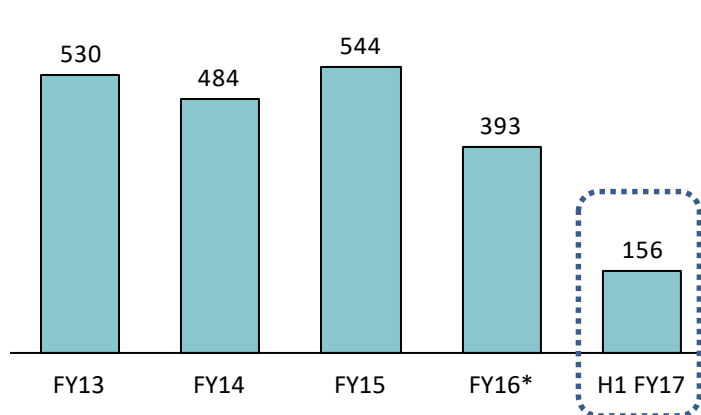
- Investing in Equipment fleet
- Strengthen Execution Capabilities to offer:
 - End-to-end logistics Solutions
 - Discharge Guarantees
 - Improved Product handling
 - Guaranteed Delivery with “No pilferages”

***Capitalize on Growth Opportunities with
Strong Execution Capabilities & more than 6 decades of Experience***

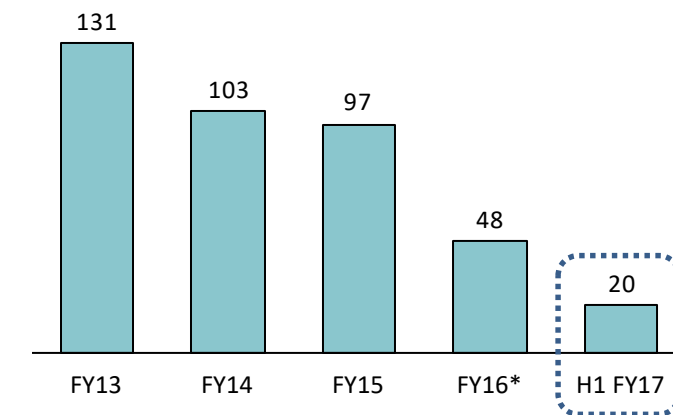
Financial Indicators

Rs.Crs

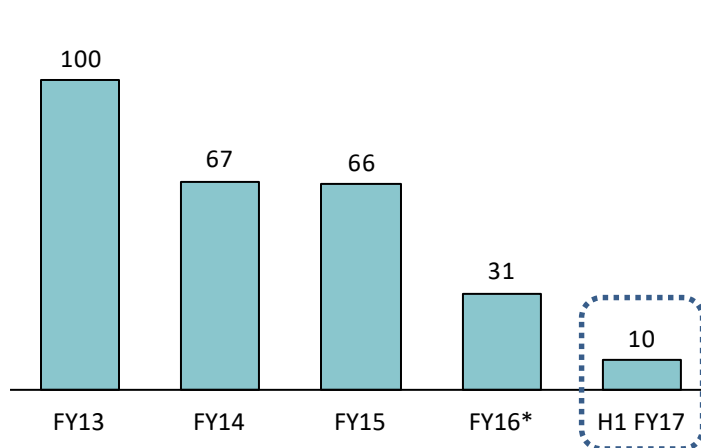
Revenue



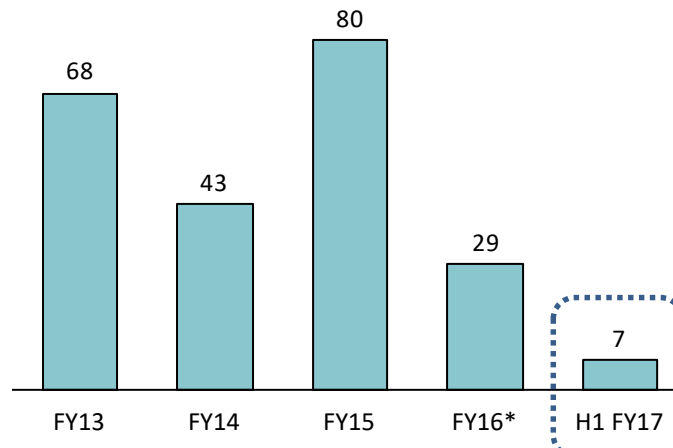
EBITDA



PBT before Exceptional Item



Net Profit



Note : Consolidated Results

* USL sold its stake in JV company, Dharamtar Infrastructure Ltd in May'16. Profit from sale of its stake has been accounted as exceptional item

Consolidated Financial Highlights ***Oricon Enterprises Ltd***



H1 FY17 - Consolidated Profit & Loss

Rs. Crs	Q2 FY 17	Q2 FY 16	H1 FY17	H1 FY16
Revenue	239.4	269.4	558.8	594.7
Consumption of RM	39.0	46.7	102.6	115.7
Purchase of Traded Goods	75.9	67.4	168.8	141.8
Increase/Decrease in stock trade	5.1	3.4	1.7	10.2
Employee Benefit Expenses	17.6	20.0	35.5	37.4
Charter Freight Charges	3.8	25.2	9.1	41.7
Stores & Spares	7.5	8.3	17.0	18.7
Other Expenses	83.2	80.9	181.6	177.5
EBITDA	7.4	17.4	42.5	51.7
Margin	3.1%	6.5%	7.6%	8.7%
Other Income	17.9	6.9	24.5	17.0
Interest	4.5	6.5	10.6	13.1
Depreciation	16.5	13.3	32.2	26.5
PBT before Exceptional Item	4.3	4.5	24.3	29.1
Exceptional Item	1.2	2.4	5.3	9.0
PBT	5.5	6.9	29.6	38.0
Tax	1.2	2.6	10.3	11.0
PAT	4.3	4.3	19.3	27.1
Minority Interest	-0.9	2.3	2.8	10.8
PAT (after MI)	5.2	2.1	16.5	16.3
Margin	2.2%	0.8%	3.0%	2.7%

Consolidated Balance Sheet

Rs. Crs.	Sep-16	Mar-16
Shareholder's Fund	661	644
Share capital	31	31
Reserves & Surplus	629	612
Minority Interest	183	180
Non-current liabilities	478	236
Long term borrowings	413	183
Other non-current liabilities	65	53
Current liabilities	357	474
Short term borrowings	197	193
Trade Payables	73	86
Other current liabilities	87	195
Total Liabilities	1,678	1,533

Rs. Crs.	Sep-16	Mar-16
Non-current assets	913	1,115
Fixed assets	577	864
Long-term loans and advances	80	71
Other non-current assets	256	180
Current assets	765	417
Current Investments	121	63
Inventories	375	108
Trade receivables	175	183
Cash & Cash equivalents	25	19
Other current assets	69	44
Total Assets	1,678	1,533

Segment Highlights – H1 FY17

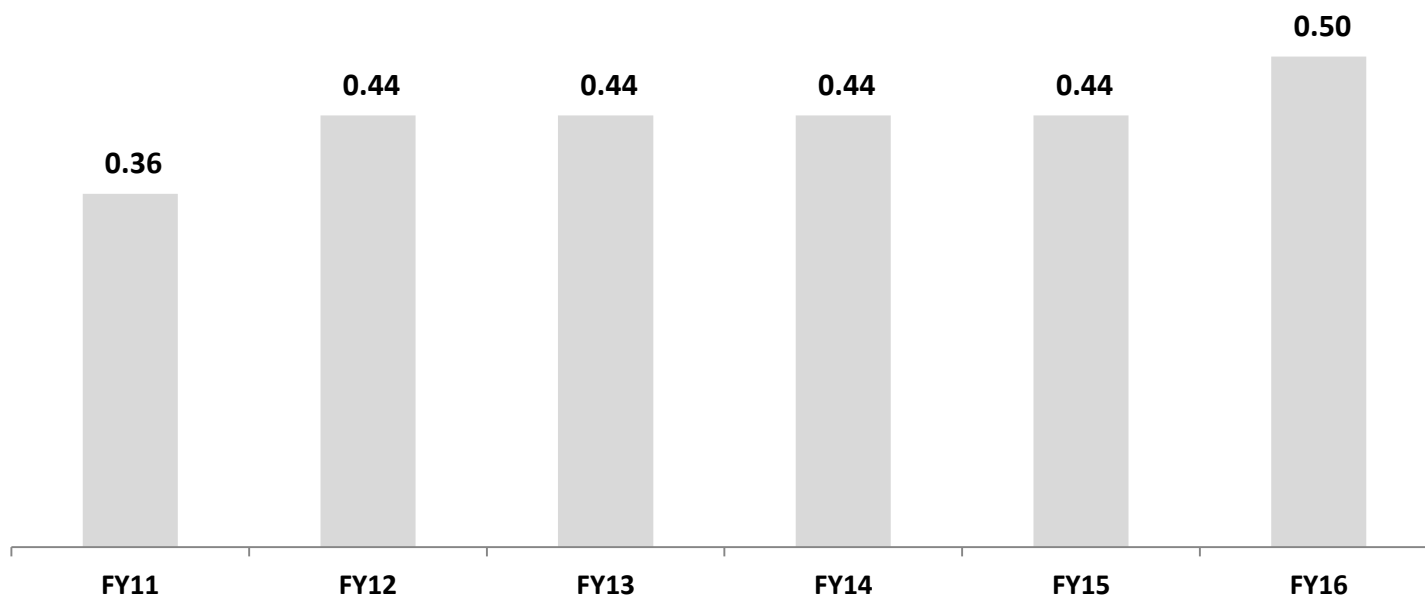
Rs. Crs	H1 FY17	H1 FY16	H1 FY17	H1 FY16	H1 FY17	H1 FY16
	Revenue		EBIT		EBIT %	
Packaging	191.2	215.1	16.4	17.8	8.6%	8.3%
Logistics	156.3	193.7	2.4	9.9	1.5%	5.1%
Automobiles	188.6	157.6	2.5	-0.4	1.3%	NA
Others	23.9	29.1	-2.9	1.7	NA	5.8%

Annual - Consolidated Profit & Loss

Rs. Crs	FY16	FY15
Revenue	1,169	1,048
Consumption of RM	228	100
Purchase of Traded Goods	271	302
Inc/Dec in stock trade	15	(9)
Employee Expenses	73	52
Charter Freight Charges	83	103
Stores & Spares	41	13
Other Expenses	361	396
EBITDA	97	91
Margin	8.3%	8.7%
Other Income	29	33
Interest	28	16
Depreciation	57	38
PBT before Exceptional Item	42	71
Exceptional Item	7	57
PBT	49	129
Tax	16	44
PAT	32	85
Minority Interest	14	42
PAT after MI	19	43
Margin	1.6%	4.1%

Dividend Track Record

Dividend per Equity Share (Rs.)



Total dividend of Rs.0.50 per share of Rs. 2 each

For further information, please contact:

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